

SUMMER 2018

30 McDonald Place, Edinburgh EH7 4NH

Tel: 0131 556 8753

Email: [kate@scottishwholesale.co.uk](mailto:kate@scottishwholesale.co.uk)

[joanne@scottishwholesale.co.uk](mailto:joanne@scottishwholesale.co.uk)

Web: [www.scottishwholesale.co.uk](http://www.scottishwholesale.co.uk)

# ENTRIES OPEN FOR SCOTTISH WHOLESALE ACHIEVERS 2019

**ENTRIES** are now being invited for Scottish Wholesale Achievers 2019, the much-lauded industry initiative created by the Scottish Wholesale Association.

Scottish Wholesale Achievers aims to raise standards and reward outstanding performance across the trade in Scotland. Any wholesaler with a depot in Scotland may enter the competition.

## CATEGORIES FOR 2019 ARE:

- Champion of Champions
- Best Cash & Carry
- Best Delivered Operation – Retail
- Best Symbol Group
- Best Delivered Operation – Foodservice
- Employee of the Year
- Best Marketing Initiative
- Great Place to Work
- Best Licensed Wholesaler

## SUPPLIER AWARDS

- Best Overall Service
- Project Scotland
- Best Advertising Campaign
- Supplier Sales Executive of the Year



*United Wholesale (Scotland) won the coveted Champion of Champions at Achievers 2018*

Kate Salmon, executive director of the Scottish Wholesale Association, said: "Every year we see extremely high levels of innovation from Scotland's wholesalers and a commitment to customer service that is outstanding.

"Achievers helps wholesalers focus on their strengths and areas they want to develop. Similarly, it helps the supporting suppliers forge stronger relationships with the industry because being involved in the judging process allows them to really understand the many diverse wholesale businesses that operate in Scotland."

Nearly 500 people will attend the gala dinner and awards presentation at the Sheraton Grand, Edinburgh on Thursday, 31 January 2019. Tables are expected to be reserved very quickly so please book as soon as possible to avoid disappointment.

- **Closing date for entries is: Friday, 10 August 2018.**
- **Please download the entry form [here](#).**
- **Further information is available from Kate Salmon or Joanne Mathieson on 0131 556 8753.**



*Stuart Harrison of JW Filshill was a mentee*

## SCOTTISH WHOLESALE INDUSTRY SEEKS MENTEES AND EXTENDS MENTORING PROGRAMME TO INCLUDE SUPPLIERS

**THE** Scottish Wholesale Association is taking its successful Mentoring Programme to the next level by opening it up to suppliers.

While several suppliers have already participated as mentors, changes to the programme mean that they can now also apply to be considered as a mentee who would be matched with a senior wholesaler.

Designed to improve skills and nurture talent within the Scottish wholesale industry, the initiative was first launched in 2012 to match individuals with an appropriate mentor who could be from within or outside the wholesale industry.

Mentees benefit from regular one-to-one sessions with their mentor plus unlimited telephone contact and, crucially for employers, the programme is structured around the needs of the business. Likewise, mentors also benefit from the experience.

The Mentoring Programme for each mentee runs for a year but most mentee-mentor pairings have, by mutual agreement, worked together for longer with contact continuing after the formal relationship concludes.

If you are a supplier and interested in being mentored by a wholesaler, please contact Sandie Holmes at [training@scottishwholesale.co.uk](mailto:training@scottishwholesale.co.uk) or **0792 121 3892**.



*Norman Weir of CCEP has been a mentor*

# DIET AND HEALTHY WEIGHT PLAN: SCOTTISH GOVERNMENT TO CONSULT THIS AUTUMN



**RESTRICTIONS** on promoting unhealthy food, support for pregnant women, and nutrition training for services working with families are among actions to improve healthy weight in Scotland.

The Scottish Government's Diet and Healthy Weight Delivery Plan contains several measures to restrict the promotion and advertising of foods high in fat, sugar and salt.

Actions to tackle childhood obesity will start pre-pregnancy and continue throughout school years and into adolescence. This includes more support for children, young people and families to achieve a healthy weight, and training for frontline staff in services that work with them.

The plan sets out five outcomes, each supported by a range of actions:

- Children have the best start in life – they eat well and have a healthy weight
- The food environment supports healthier choices
- People have access to effective weight management
- Leaders across all sectors promote healthy diet and weight
- Diet-related health inequalities are reduced

The plan has been published following extensive consultation and the Scottish Government will consult this autumn on detailed plans to restrict the promotion and marketing of some food within premises where certain foods are sold to the public, in particular confectionery, sweet biscuits, crisps, savoury snacks, cakes, pastries, puddings, and sugary soft drinks.

Views will also be sought on whether to also include ice-cream and dairy desserts. Restrictions would apply to, among other things, multibuy, displays at checkouts and front of store, purchase rewards, unlimited refills, upselling and promotion of value.





Colin Smith

## SCOTTISH WHOLESALE ASSOCIATION APPOINTS COLIN SMITH CHIEF EXECUTIVE (DESIGNATE)

**THE** Scottish Wholesale Association has appointed Colin Smith as chief executive (designate), succeeding current executive director Kate Salmon who is retiring after leading the trade body for 35 years but will continue to work for the association in a consultancy basis.

Smith, whose career in the wholesale sector spans more than 20 years, has previously worked for the former Bellevue Cash & Carry in Edinburgh, Costco, Batley Wholesale and Bestway. He latterly launched his own business, the multi-award-winning Pinkie Farm Convenience Store in Musselburgh.

## DEPOSIT RETURN SCHEME CONSULTATION LAUNCHED

**A CONSULTATION** on a deposit return scheme (DRS) has been launched with the public being asked to shape a scheme for drinks containers as a way of reducing plastic pollution.

The SWA has also been invited to attend a Round Table Discussion on August 8.

As SWA members are aware, the Scottish Government wants people to pay a small deposit when they buy a drink in a single-use container and get that money back when it is returned empty.

It is asking for views on questions including:

- How much the deposit should be?
- Where people could return items?
- What sort of materials and products should be included?

The Scottish Government and Zero Waste Scotland worked with stakeholders – including the Scottish Wholesale Association – to design possible options for the scheme.

View the consultation here (<https://consult.gov.scot/environment-forestry/deposit-return-scheme/>). It closes on September 25.



## KATE SALMON HIGHLIGHTS BENEFITS OF SWA MEMBERSHIP

**IF** anyone is qualified to promote the benefits of SWA membership it Kate Salmon, the association's outgoing executive director Kate Salmon (*above*).

Speaking at the Annual Conference in June, she highlighted:

- The SWA's diverse membership covering single-depot, family-owned businesses as well as national wholesale groups operating in the retail, foodservice and licensed sectors
- Scottish Wholesale Achievers
- The Annual Conference
- Training Events
- Networking Events
- Lobbying/Liaison
- Foodservice Group
- Retail Group
- Free Licensing Helpline
- Free Employment Helpline

She said: "The SWA's profile has never been higher and we are determined to make sure that our members' voice – and that of the wider wholesale industry in Scotland – is heard when it comes to all the key issues that affect our members' businesses."

# SWA PUTS FOCUS ON PEOPLE AND EMBRACES CHANGE

**THE** Scottish Wholesale Association must be steadfast in supporting its members in times of change – that was just one of the key messages from President Julie Dunn at the trade body's recent annual conference.

"Change is inevitable and when it's made to impact positively on the health of the nation or tackling the issues round the poverty gap or improving our environment, it is a great thing and something we must embrace," said Dunn, operations director at Blantyre-based foodservice and licensed wholesaler, Dunns Food and Drinks.

Dunn also spoke about the SWA's collaborative approach, working with suppliers, partners and other trade associations and organisations to ensure a louder voice for the wholesale industry on a number of pertinent issues. "Our role is to ensure a healthy, dynamic and relevant trade association," she said.

"We have partnerships with legal firm TLT on licensing issues, 121 HR Solutions on all things employment-related and Caledonia Public affairs continues to assist us in navigating the corridors of Holyrood. All our partners' advice is free to all members.

"We continue to collaborate closely with the Federation of Wholesale Distributors (FWD) and the Scottish Grocers' Federation (SGF) on those matters which impact on our members and their customers," she continued, citing minimum unit pricing (MUP) and the work around the deposit return scheme (DRS) as prime examples of a collaborative approach.

Training also remains at the forefront of the SWA's agenda. "Wholesale is big business – we are the route to market for Scotland's food and drinks industry and its associated products – so we need to attract, train and retain wholesale talent," she added.

She highlighted the SWA's much-lauded Mentoring Programme as "one of our greatest achievements" but urged more people to come forward and participate as both mentors and mentees.



*Julie Dunn, President of the SWA*

## IN BRIEF



### DIGITAL AND ECOMMERCE WORKSHOP

**A DIGITAL** and eCommerce workshop is being planned as part of the SWA's training programme, and will be facilitated this autumn by Baran Ceylan, digital and eCommerce multichannel lead at Mars Wrigley Confectionery UK.

Dates have yet to be confirmed but the workshop will likely take place at a venue in Edinburgh in late September.

Places will be limited so please register your interest now with Jo Mathieson on **0131 556 8753** or [jo@scottishwholesale.co.uk](mailto:jo@scottishwholesale.co.uk).

### SWA ANNUAL CONFERENCE

**OUR** Annual Conference will take place at Crieff Hydro in Perthshire from May 31-June 2019. Further details will be available in due course but early bookings are welcome. Please contact Jo Mathieson on **0131 556 8753** or email [jo@scottishwholesale.co.uk](mailto:jo@scottishwholesale.co.uk).



# BRIDGING THE GAP

SWA ANNUAL CONFERENCE 2018 • CRIEFF HYDRO, CRIEFF, PERTHSHIRE • 8<sup>TH</sup> - 10<sup>TH</sup> JUNE



*Darren Goldney, managing director,  
The Today's Group*



*Tom Fender, managing director  
(commercial), Bolt Learning*



*Kurt Hart, head of customer sales,  
CalMac Ferries*



*Stuart Hislop, managing director, Booker  
Group (catering and small business)*



*Gary Maclean,  
Scotland's National Chef*



*Willie Cameron, development director  
and founder, Cobbs Group*



*Dave Jones, regional director,  
Booker Scotland*



*Murdo Fraser MSP,  
Shadow Cabinet Secretary for Finance*



*Craig Brown, retail sales director,  
JW Filshill*



*Jonathan Kemp, commercial director,  
AG Barr*



*Stephen Glancey, chief executive,  
C&C Drinks*



*Baran Ceylan, digital and e-commerce  
lead, Mars Wrigley Confectionery*



*Ed Sibley, commercial director, HIM!*



*Antony Begley, editor, SLR*



*Fraser Doherty MBE, entrepreneur*